



BALTIMORE-WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT

# OPPORTUNITY PERFORMANCE & ANALYSIS



MDOT MAA RFP-22-001  
GENERAL INFORMATION No. 3



# TABLE OF CONTENTS

## **AIRPORT CONCESSION DISADVANTAGED BUSINESS ENTERPRISE (ACDBE) PARTICIPATION TRENDS**

- FEDERAL REQUIREMENT FOR PARTICIPATION
- GOAL UNDER CURRENT CONTRACT
- PARTICIPATION GOAL ACHIEVEMENT
- ACDBE PARTICIPANT DEMOGRAPHICS
- ACDBE CONCESSION LOCATIONS

# DISCLAIMER

Past activity may not be indicative of future activity. Changes in air carrier operations at BWI Marshall Airport could materially change future activity at the airport. The administration makes no guarantee of the accuracy or reliability of such information provided to the administration by the airlines and other sources. Further, the information contained in this document is confidential and privileged, only provided as a reference for the registered proponent, and may not be used, published, or redistributed without the prior written consent of the Maryland Department of Transportation Maryland Aviation Administration (Administration). The Administration makes no guarantee concerning the number of passengers that will use the airport in the future. All data provided is for informational purposes and the Administration is not responsible for any inaccuracies thereof. No warranty is intended or implied.



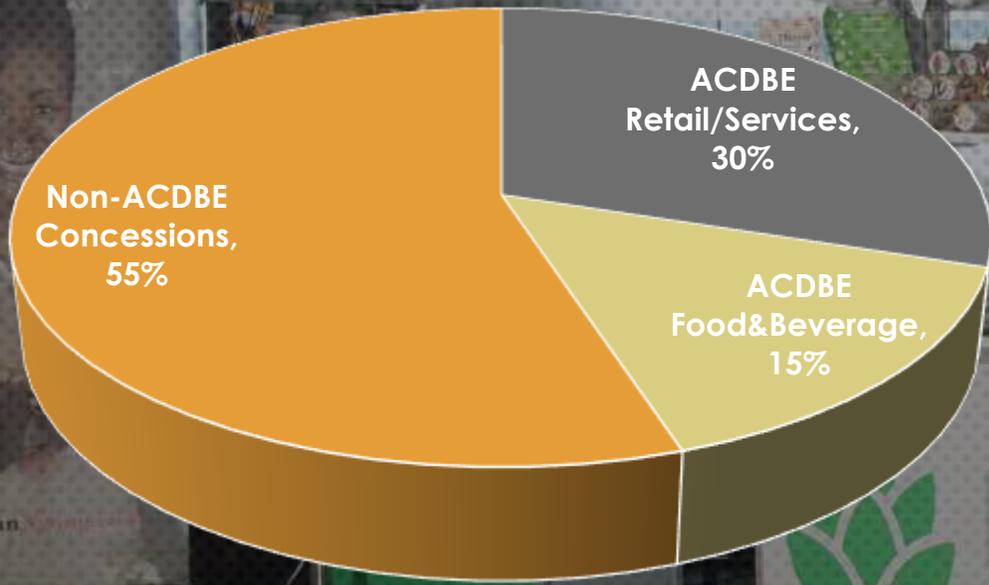
# CURRENT ACDBE PARTICIPATION GOAL

# ACDBE PARTICIPATION REQUIREMENT

IN ACCORDANCE WITH FEDERAL REGULATIONS 49 C.F.R. PART 23, IT IS THE ADMINISTRATION'S OBLIGATION TO ENSURE THAT AIRPORT CONCESSION DISADVANTAGED BUSINESS ENTERPRISES HAVE THE OPPORTUNITY TO COMPETE FAIRLY FOR OPPORTUNITIES FOR CONCESSIONS AT THE AIRPORT. "DISADVANTAGED BUSINESS ENTERPRISE" OR "AIRPORT CONCESSION DISADVANTAGED BUSINESS ENTERPRISE" (COLLECTIVELY HEREINAFTER REFERRED TO AS "ACDBE") MEANS A BUSINESS ENTITY, WHETHER A SOLE PROPRIETORSHIP, PARTNERSHIP, OR CORPORATION OF WHICH AT LEAST FIFTY-ONE PERCENT (51%) OF THE INTEREST IS OWNED AND CONTROLLED BY A "SOCIALLY AND ECONOMICALLY DISADVANTAGED INDIVIDUAL" AS SUCH TERM IS DEFINED IN THE AIRPORT AND AIRWAYS IMPROVEMENT ACT OF 1982, AS AMENDED, AND THE REGULATIONS PROMULGATED PURSUANT THERETO AT 49 C.F.R. PART 23. ACDBES SHALL BE CERTIFIED BY MDOT PRIOR TO TECHNICAL SUBMISSION. INDIVIDUALS WHO ARE REBUTTABLY PRESUMED TO BE SOCIALLY AND ECONOMICALLY DISADVANTAGED INCLUDE WOMEN, AFRICAN-AMERICANS, HISPANIC AMERICANS, NATIVE AMERICANS, ASIAN-PACIFIC AMERICANS, AND ASIAN-INDIAN AMERICANS.

# PARTICIPATION GOAL ESTABLISHED UNDER EXISTING CONTRACT

## Existing ACDBE Participation Goals Under Existing Contract



The existing goal for participation by MDOT-certified Sublessee DBEs was established in 2003, under Request for Proposals No. MAA-RFP-03-001 which resulted in award of the existing contract.





# ACDBE CONCESSION DEMOGRAPHICS

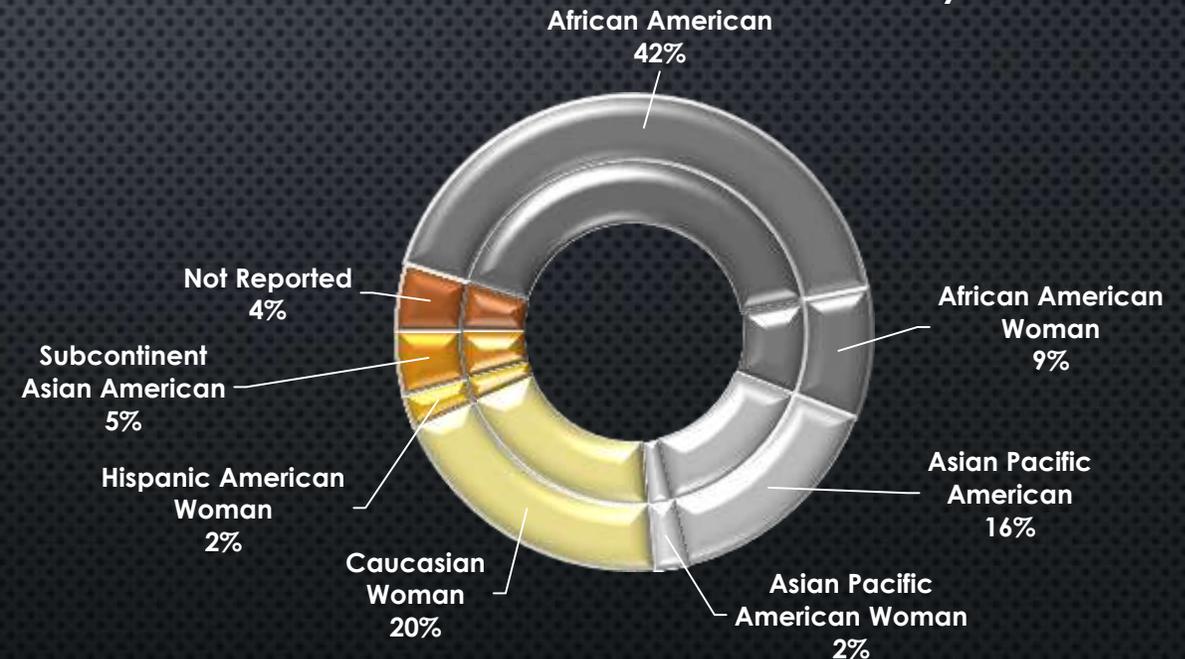
# ACDBE CONCESSIONS BY CATEGORY (JULY 2019-JUNE 2020)

FOOD & BEVERAGE CONCESSIONS		BRANDS	Percent of TOTAL (66) F&B Units
African American*	9	McDonalds, Pinkberry, Chick-Fil-A, Quiznos, Harbor Grille, Jamba Juice, Martini, Mayorga,	13.636%
African American Woman	1	Smoothie King	1.515%
Asian Pacific American**	8	DuClow, Dunkin', Sky Azure, Gachi, Zona Mexicana	12.121%
Asian Pacific American Woman	1	Arby's	1.515%
Caucasian Woman	8	BGR, DC-3 Hot Dogs, Nature's Kitchen, Obrycki's, R&R Seafood, Charm City Candy, Lee Ann Chin	12.121%
Subcontinent Asian American***	2	Subway, Urban BBQ	3.030%
Not Reported	1	Einstein's Bagels	1.515%

RETAIL CONCESSIONS	Units	BRANDS	Percent of TOTAL (80) Retail Units
African American	10	At Ease, Hudson News, America, Kiehls, Baggallini, Charm City Market	12.50%
African American Woman	3	Fashion Spa House, Pen&Prose, Shades of U by Diva	3.750%
Caucasian Woman	2	NY Collection	2.50%
Hispanic American Woman	1	DF Express	1.250%
Not Reported	1	Marshall Russo	1.250%

The concession program at BWI Marshall had 66 Food and Beverage operators and 80 Retail operators between July 2019 and June 2020. Of these 30 Food & Beverage operations and 17 Retail operations were owned by individuals from a disadvantaged group.

**Demographic Breakout of ACDBE Operators July 2019-June 2020**



\* On this page, "African American" means African American Male/Gender Not Reported unless otherwise indicated.  
 \*\* On this page, "Asian Pacific American" means Asian Pacific American Male/Gender Not Reported unless otherwise indicated.  
 \*\*\* On this page, "Subcontinent Asian American" means Subcontinent Asian American Male/Gender Not Reported unless otherwise indicated.  
 NOTE: Two Food & Beverage Operators identify as being part of a disadvantaged group without being designated as ACDBEs.

# ACDBE CONCESSIONS BY CATEGORY (APRIL 2021-MARCH 2022)

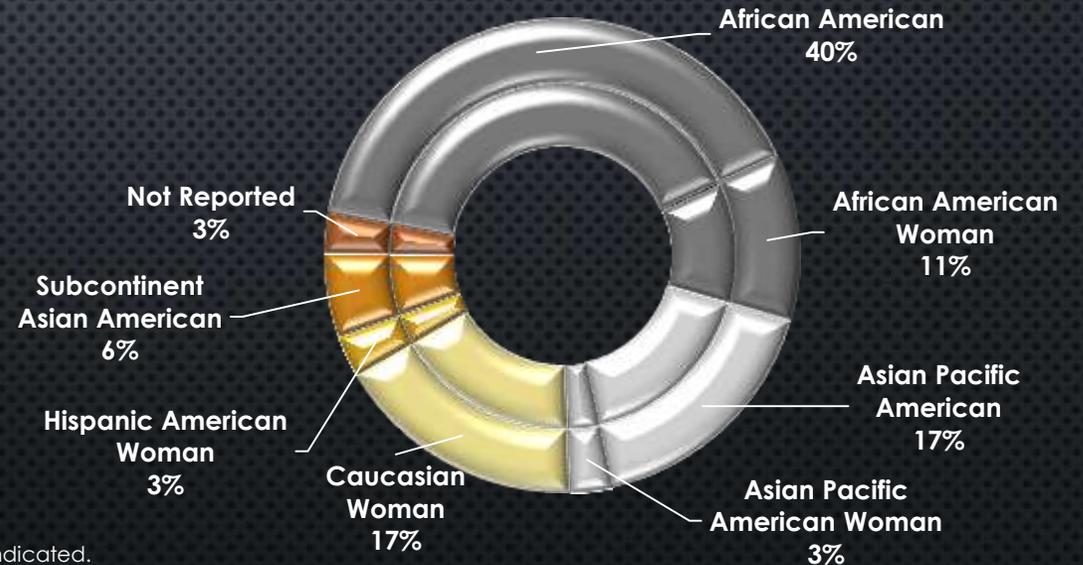
FOOD & BEVERAGE CONCESSIONS		BRANDS	Percent of TOTAL (50) F&B Units
African American*	9	McDonalds, Pinkberry, Chick-Fil-A, Quiznos, Harbor Grille, Jamba Juice, Martini, Mayorga,	18.0%
African American Woman	1	Smoothie King	2.0%
Asian Pacific American**	7	DuClow, Dunkin', Sky Azure, Gachi, Zona Cochina	14.0%
Asian Pacific American Woman	1	Arby's	2.0%
Caucasian Woman	5	BGR, Nature's Kitchen, Obrycki's, R&R Seafood, Lee Ann Chin	10.0%
Subcontinent Asian American***	2	Subway, Urban BBQ	4.0%

RETAIL CONCESSIONS	Units	BRANDS	Percent of TOTAL (60) Retail Units
African American	5	Hudson News, Charm City Market	8.333%
African American Woman	3	Fashion Spa House, Pen&Prose, Shades of U by Diva	5.0%
Caucasian Woman	2	NY Collection	3.333%
Hispanic American Woman	1	DF Express	1.667%
Not Reported	1	Marshall Russo	1.667%

\* On this page, "African American" means African American Male/Gender Not Reported unless otherwise indicated.  
 \*\* On this page, "Asian Pacific American" means Asian Pacific American Male/Gender Not Reported unless otherwise indicated.  
 \*\*\* On this page, "Subcontinent Asian American" means Subcontinent Asian American Male/Gender Not Reported unless otherwise indicated.  
 NOTE: Two Food & Beverage Operators identify as being part of a disadvantaged group without being designated as ACDBEs.

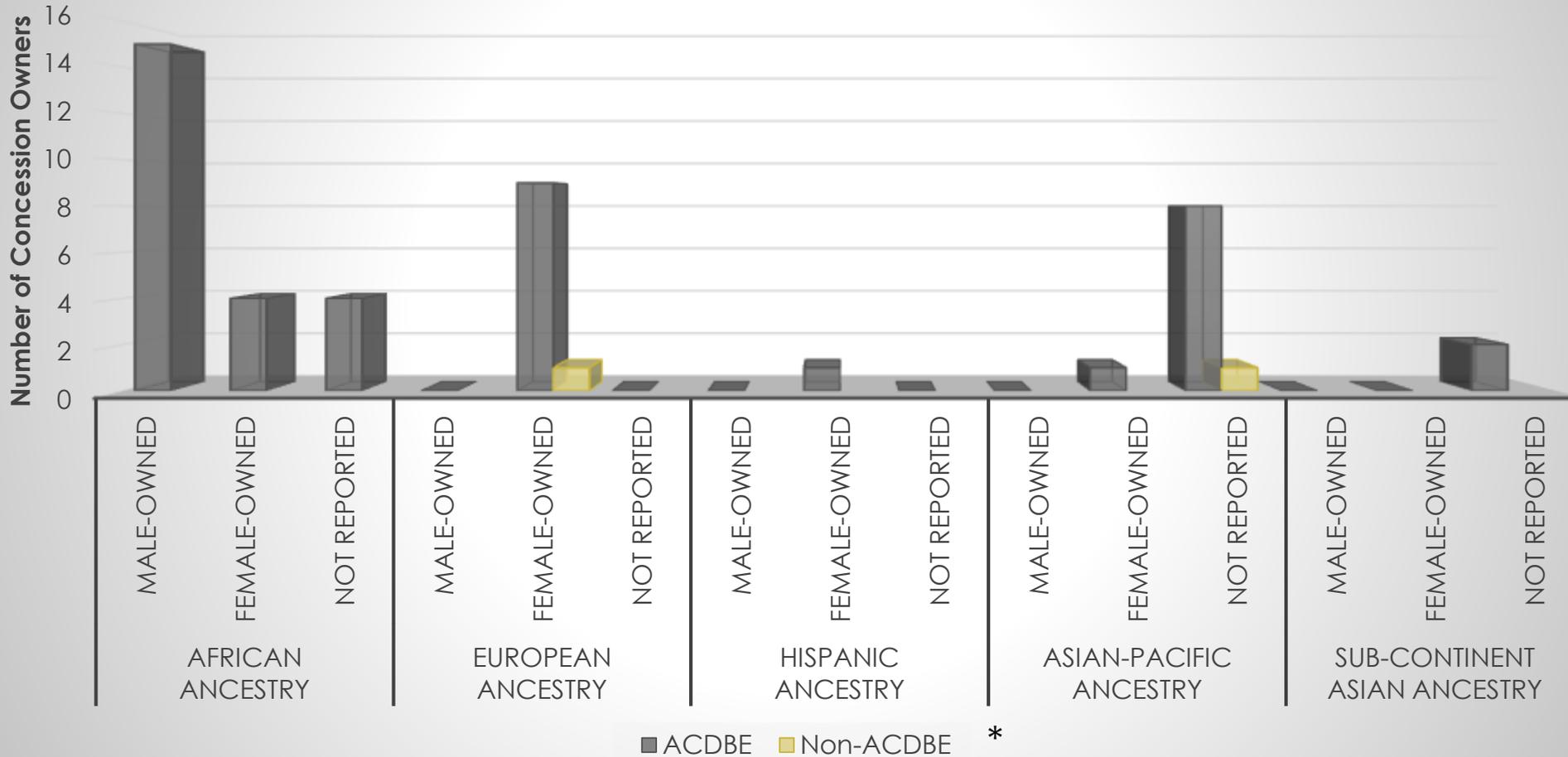
Between April 2021 and March 2022, the concession program at BWI Marshall had 50 Food and Beverage operators and 60 Retail operators open for business. Of these, 25 Food & Beverage and 12 Retail operations were owned by individuals from a disadvantaged group.

**Demographic Breakout of ACDBE Operators April 2021-March 2022**



# CONCESSION OWNERS ANCESTRY AND GENDER (2019)

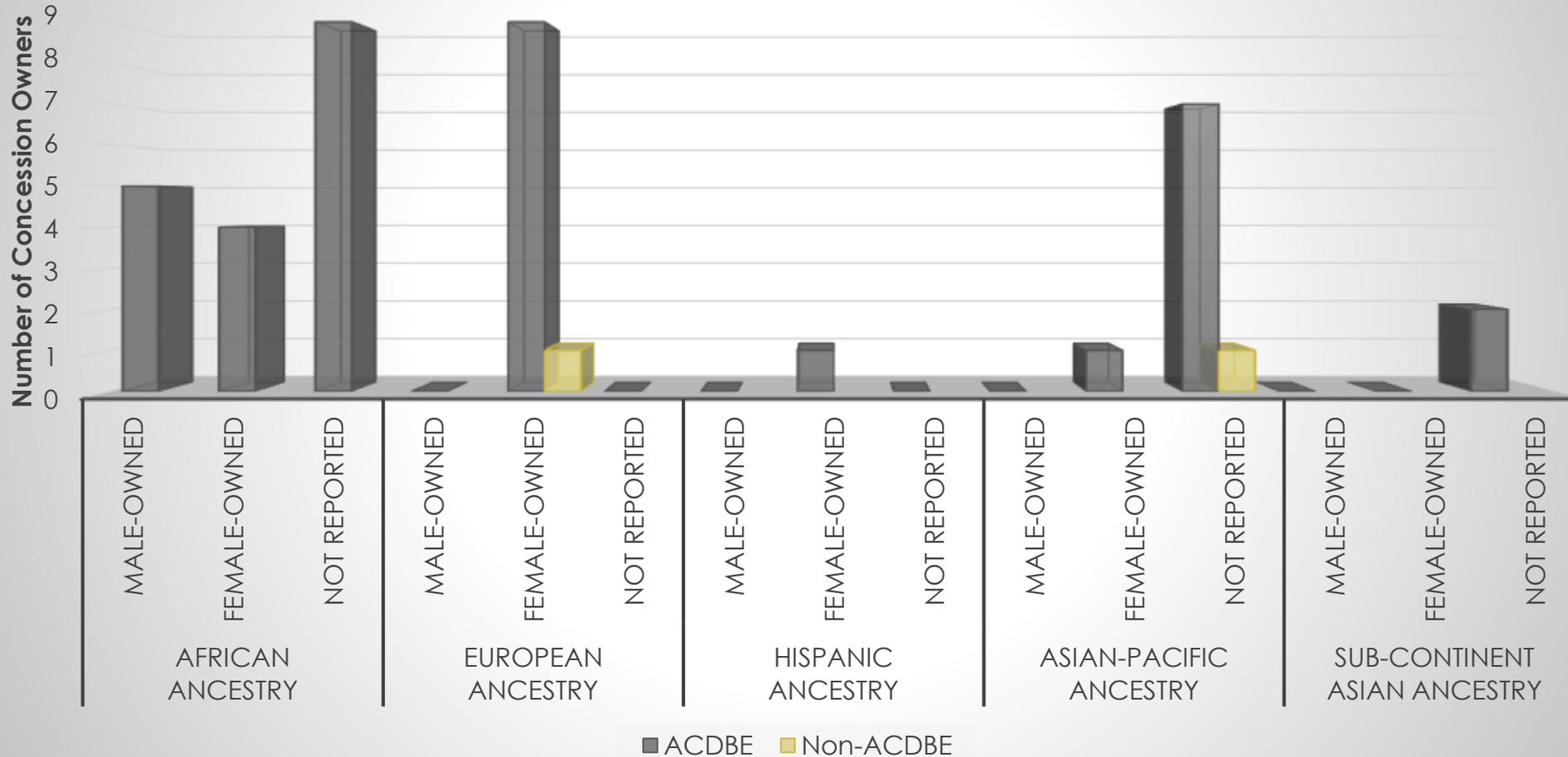
## Ancestral and Gender Makeup of Concession Owners at BWI Marshall Airport



\*In addition to the concession owners represented in this chart, in 2019 there were 1 ACDBE and 106 Non-ACDBE operations for which the owners specified neither ancestry nor gender.

# CONCESSION OWNERS ANCESTRY AND GENDER (2022)

## Ancestral and Gender Makeup of Concession Owners at BWI Marshall Airport



\*In addition to the concession owners represented in this chart, as of March 2022 there were 1 ACDBE and 98 Non-ACDBE operations for which the owners specified neither ancestry nor gender.

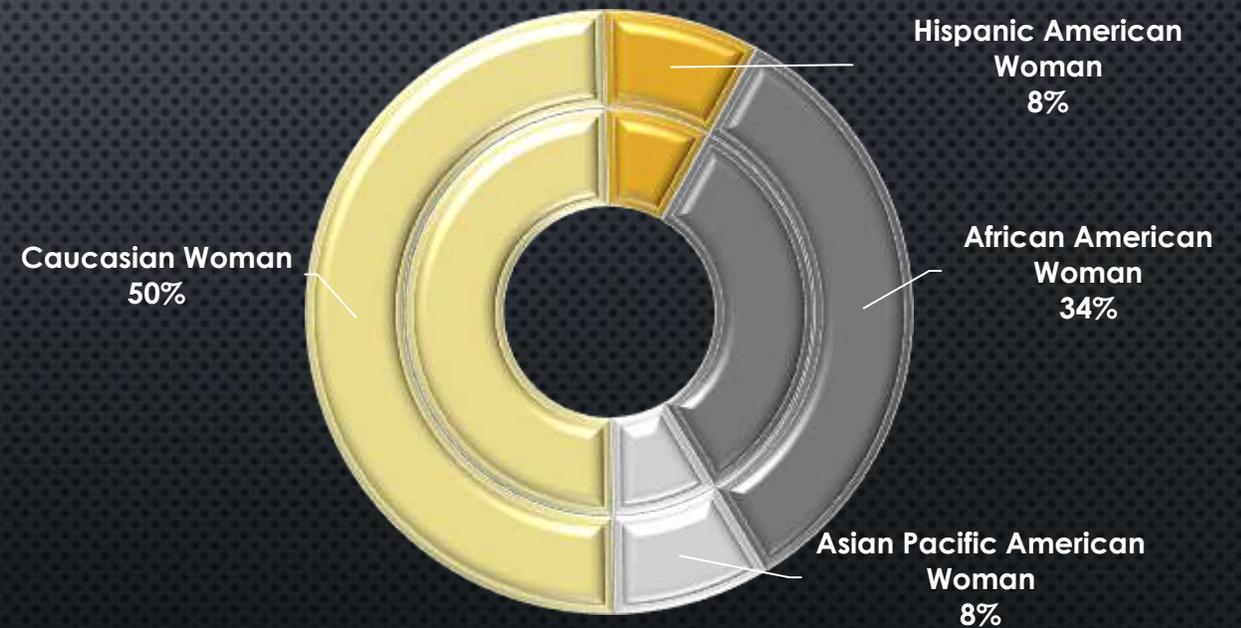
# WOMEN-OWNED CONCESSIONS AT BWI (AS OF MARCH 2022)

The concession program at BWI Marshall had 50 Food and Beverage and 60 Retail units operating as of March 2022. Of these, 7 F&B operations and 6 Retail operations were owned by women.

WOMAN-OWNED FOOD & BEVERAGE CONCESSIONS		BRANDS	Percent of TOTAL (50) F&B Units
African American Woman	1	Smoothie King	2.0%
Asian Pacific American Woman	1	Arby's	2.0%
Caucasian Woman	5	BGR, Nature's Kitchen, Obycki's, R&R Seafood, Lee Ann Chin	10.0%

WOMEN-OWNED RETAIL CONCESSIONS		BRANDS	Percent of TOTAL (60) Retail Units
African American Woman	3	Fashion Spa House, Pen & Prose, Shades of U by Diva	5.0%
Caucasian Woman	2	NY Collection	3.333%
Hispanic American Woman	1	DF Express	1.667%

**Demographic Breakout of Woman-Owned ACDBE Concessions (April 2021-March 2022)**

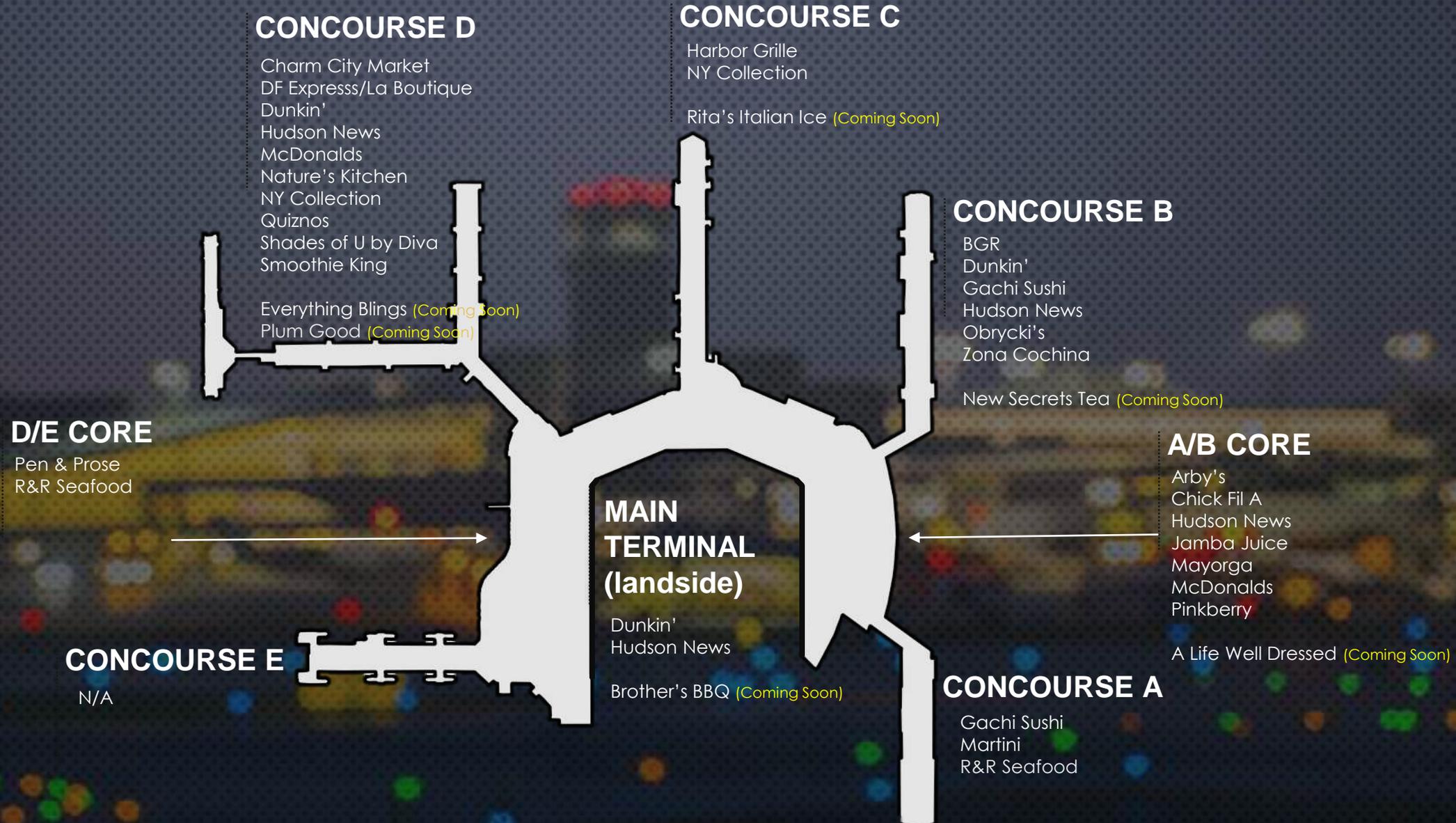


NOTE: One Woman-Owned Food & Beverage Operators is identified as being part of a disadvantaged group without being designated as an ACDBE. The 13 locations listed above were also open during July 2019-June 2020. Three F&B women-owned locations in the 2019-2020 report have since closed: Obycki's A Bar, DC-3 Hot Dogs, and Charm City Candy. Fashion Spa House has grown into an in-line store from its original kiosk.



# ACDBE CONCESSION LOCATIONS

# LOCATION OF UNITS OPERATED BY ACDBES (2022)





# PARTICIPATION GOAL ACHIEVEMENT

# OVERALL CONCESSION PERFORMANCE (2019)

## Food & Beverage

\$108,991,761.96  
69% Total Sales  
63% Total SF  
74,693 SF

62 F&B  
Locations  
46%

## Service

\$5,610,812.08  
4% Total Sales  
5% Total SF  
6,189 SF

12 Service  
Locations  
9%

## News & Gifts

\$25,920,531.70  
16% Total Sales  
16% Total SF  
18,928 SF

18 N&G  
Locations  
14%

## Retail

\$17,889,514.61  
11% Total Sales  
16% Total SF  
19,656 SF

42 Retail  
Locations  
31%

Performance by Category:

Comparing Square Footage, Sales, Number of Locations





# ACDBE MONTHLY SALES: FOOD & BEVERAGE (2019)

2019	Food & Beverage	
	ACDBE Sales	BWI Total
Jan	\$ 3,462,282	\$ 7,394,611
Feb	\$ 3,383,349	\$ 7,075,408
Mar	\$ 4,175,987	\$ 8,964,353
Apr	\$ 4,081,924	\$ 9,087,879
May	\$ 4,389,017	\$ 9,727,710
Jun	\$ 4,362,050	\$ 9,701,173
July	\$ 4,570,898	\$ 9,991,149
Aug	\$ 4,436,932	\$ 9,737,973
Sept	\$ 3,959,325	\$ 8,649,073
Oct	\$ 4,397,926	\$ 9,557,225
Nov	\$ 4,365,419	\$ 9,410,641
Dec	\$ 4,510,493	\$ 9,609,176

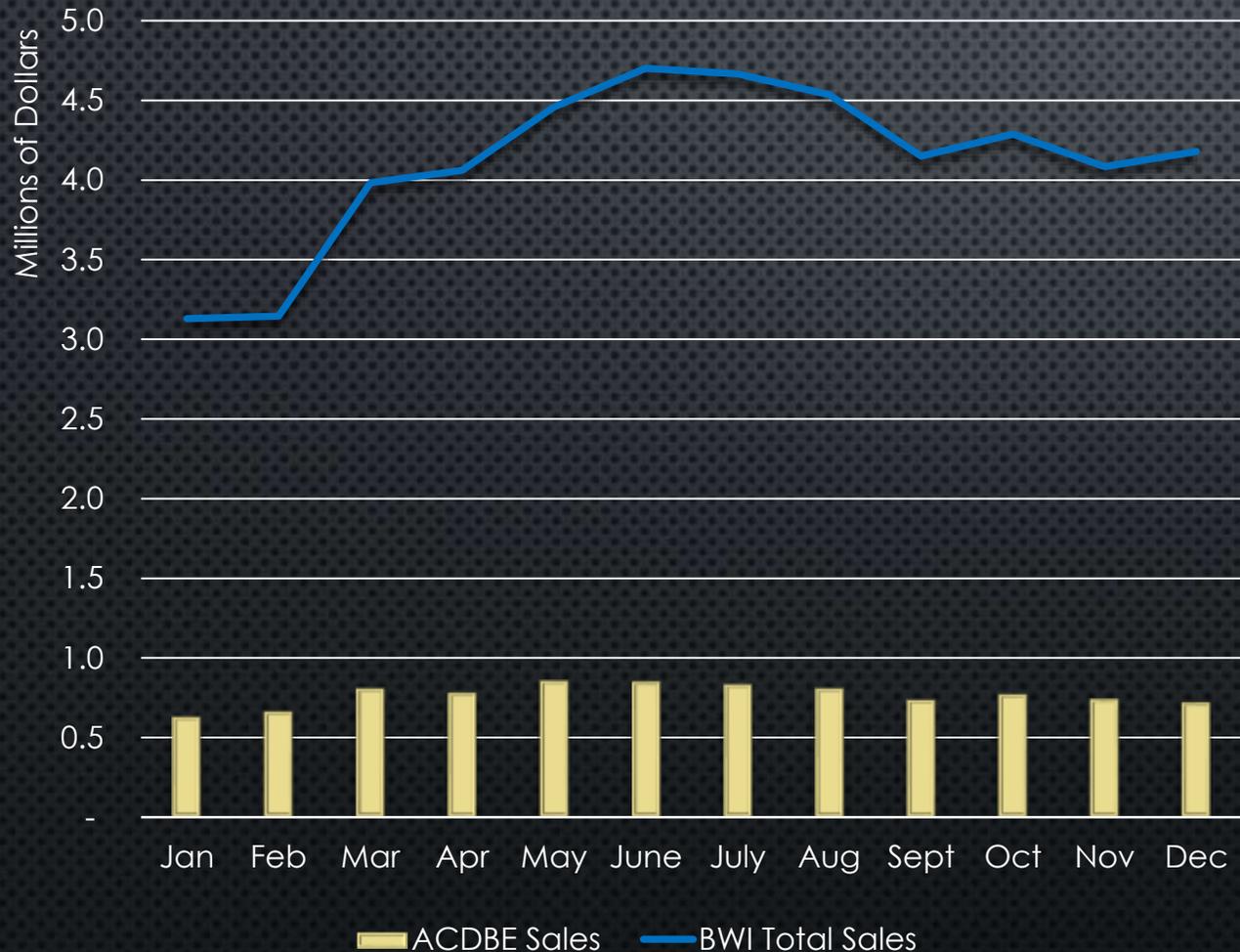
Source: Revenue Reports submitted to MDOT MAA

### 2020 Food & Beverage Concession Sales by Month



# ACDBE MONTHLY SALES: RETAIL, NEWS & GIFTS, SERVICES (2019)

## 2019 Retail, News & Gifts, and Services Concession Sales by Month



2019	Retail, N&G and Services	
	ACDBE Sales	BWI Total
Jan	\$ 631,474	\$ 3,129,497
Feb	\$ 664,391	\$ 3,145,881
Mar	\$ 808,443	\$ 3,982,412
Apr	\$ 780,405	\$ 4,061,357
May	\$ 856,476	\$ 4,457,368
Jun	\$ 851,682	\$ 4,701,422
July	\$ 833,255	\$ 4,666,880
Aug	\$ 808,260	\$ 4,535,838
Sept	\$ 736,110	\$ 4,150,141
Oct	\$ 770,693	\$ 4,287,692
Nov	\$ 740,958	\$ 4,084,580
Dec	\$ 719,537	\$ 4,180,432



# MONTHLY ACDBE SALES (2019)

2019	Food & Beverage		Retail, N&G and Services		Combined	
	ACDBE Sales	BWI Total	ACDBE Sales	BWI Total	ACDBE Total	BWI Total
Jan	\$ 3,462,282.30	\$ 7,394,611.03	\$ 631,473.85	\$ 3,129,497.33	\$ 4,093,756.15	\$ 10,524,108.36
Feb	\$ 3,383,349.12	\$ 7,075,408.13	\$ 664,391.19	\$ 3,145,881.24	\$ 4,047,740.31	\$ 10,221,289.37
Mar	\$ 4,175,986.78	\$ 8,964,353.09	\$ 808,443.13	\$ 3,982,412.39	\$ 4,984,429.91	\$ 12,946,765.48
Apr	\$ 4,081,924.33	\$ 9,087,878.71	\$ 780,404.91	\$ 4,061,357.02	\$ 4,862,329.24	\$ 13,149,235.73
May	\$ 4,389,017.45	\$ 9,727,710.26	\$ 856,476.22	\$ 4,457,368.43	\$ 5,245,493.67	\$ 14,185,078.69
Jun	\$ 4,362,050.47	\$ 9,701,172.52	\$ 851,682.22	\$ 4,701,421.99	\$ 5,213,732.69	\$ 14,402,594.51
July	\$ 4,570,898.02	\$ 9,991,148.79	\$ 833,254.65	\$ 4,666,880.19	\$ 5,404,152.67	\$ 14,658,028.98
Aug	\$ 4,436,931.81	\$ 9,737,973.02	\$ 808,259.78	\$ 4,535,837.57	\$ 5,245,191.59	\$ 14,273,810.59
Sept	\$ 3,959,325.25	\$ 8,649,073.11	\$ 736,110.34	\$ 4,150,141.60	\$ 4,695,435.59	\$ 12,799,214.71
Oct	\$ 4,397,925.50	\$ 9,557,224.51	\$ 770,692.64	\$ 4,287,692.08	\$ 5,168,618.14	\$ 13,844,916.59
Nov	\$ 4,365,418.92	\$ 9,410,640.76	\$ 740,957.95	\$ 4,084,580.02	\$ 5,106,376.87	\$ 13,495,220.78
Dec	\$ 4,510,493.19	\$ 9,609,175.85	\$ 719,536.67	\$ 4,180,432.07	\$ 5,230,029.86	\$ 13,789,607.92

# OVERALL CONCESSION PERFORMANCE (2020)

## Food & Beverage

\$42,931,415  
70% Total Sales  
61% Total SF  
72,630 SF

62 F&B  
Locations  
53%

12 Service  
Locations  
7%

18 N&G  
Locations  
16%

42 Retail  
Locations  
24%

## Service

\$1,153,389  
2% Total Sales  
6% Total SF  
7,444 SF

## News & Gifts

\$11,390,752  
19% Total Sales  
16% Total SF  
19,267 SF

## Retail

\$5,450,352  
9% Total Sales  
17% Total SF  
19,552 SF

Performance by Category:  
Comparing Square Footage, Sales, Number of Locations

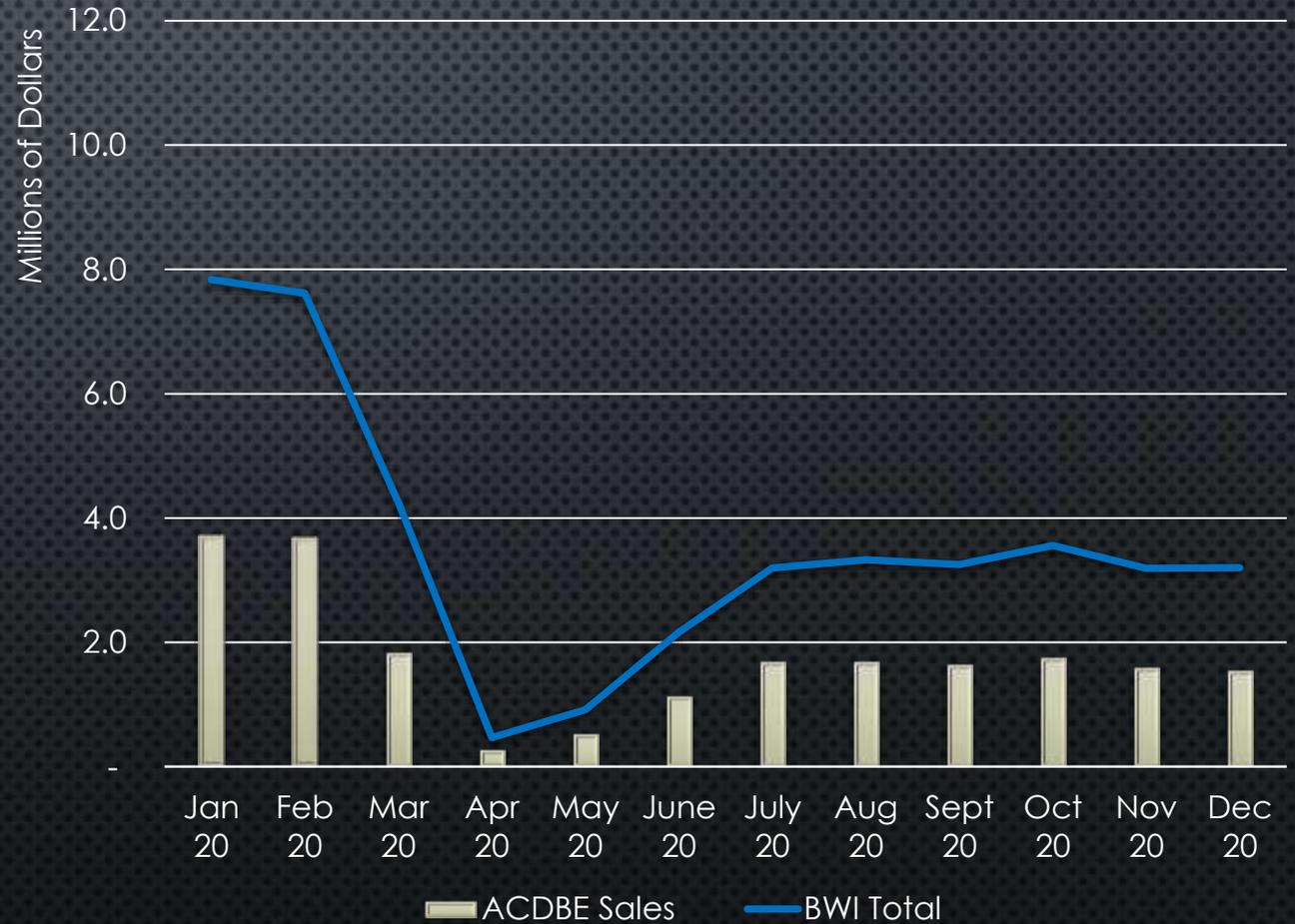


# ACDBE MONTHLY SALES: FOOD & BEVERAGE (2020)

2020	Food & Beverage	
	ACDBE Sales	BWI Total
Jan	\$ 1,341,524	\$ 2,830,571
Feb	\$ 1,433,843	\$ 2,948,964
Mar	\$ 2,300,862	\$ 4,576,439
Apr	\$ 2,492,245	\$ 5,191,341
May	\$ 3,037,647	\$ 6,311,465
Jun	\$ 2,969,616	\$ 6,927,819
July	\$ 4,083,504	\$ 7,906,438
Aug	\$ 3,669,856	\$ 7,276,698
Sept	\$ 3,370,423	\$ 7,006,769
Oct	\$ 3,680,657	\$ 7,831,046
Nov	\$ 3,636,076	\$ 7,591,524
Dec	\$ 3,125,856	\$ 6,985,000

Source: Revenue Reports submitted to MDOT MAA

### 2020 Food & Beverage Concession Sales by Month



# ACDBE MONTHLY SALES: RETAIL, NEWS & GIFTS, SERVICES (2020)

## 2020 Retail, News & Gifts, and Services Concession Sales by Month



2020	Retail, N&G and Services	
	ACDBE Sales	BWI Total
Jan	\$ 533,628	\$ 3,262,162
Feb	\$ 702,524	\$ 3,314,634
Mar	\$ 450,118	\$ 1,811,912
Apr	\$ 57,524	\$ 129,723
May	\$ 179,956	\$ 353,921
Jun	\$ 349,378	\$ 894,384
July	\$ 396,391	\$ 1,275,598
Aug	\$ 412,200	\$ 1,354,254
Sept	\$ 414,331	\$ 1,400,591
Oct	\$ 419,970	\$ 1,456,397
Nov	\$ 368,027	\$ 1,319,082
Dec	\$ 339,949	\$ 1,418,399



# MONTHLY ACDBE SALES (2020)

2020	Food & Beverage		Retail, N&G and Services		Combined	
	ACDBE Sales	BWI Total	ACDBE Sales	BWI Total	ACDBE Total	BWI Total
Jan	\$ 3,713,993.29	\$ 7,834,017.33	\$ 533,628.44	\$ 3,262,162.34	\$ 4,247,621.73	\$ 11,096,179.67
Feb	\$ 3,694,163.75	\$ 7,614,163.86	\$ 702,523.74	\$ 3,314,634.46	\$ 4,396,687.49	\$ 10,928,798.32
Mar	\$ 1,849,867.64	\$ 4,249,458.72	\$ 450,118.06	\$ 1,811,912.69	\$ 2,299,985.70	\$ 6,061,371.41
Apr	\$ 284,733.58	\$ 470,454.95	\$ 57,424.78	\$ 129,722.76	\$ 342,158.36	\$ 600,177.71
May	\$ 534,687.00	\$ 917,121.00	\$ 179,956.00	\$ 353,921.00	\$ 714,643.00	\$ 1,271,042.00
Jun	\$ 1,134,411.32	\$ 2,162,959.89	\$ 349,378.46	\$ 894,384.18	\$ 1,483,789.78	\$ 3,057,344.07
July	\$ 1,692,251.62	\$ 3,196,908.20	\$ 396,391.14	\$ 1,275,597.69	\$ 2,088,642.76	\$ 4,472,505.89
Aug	\$ 1,696,826.77	\$ 3,329,578.73	\$ 412,199.80	\$ 1,354,253.78	\$ 2,109,026.57	\$ 4,683,832.51
Sept	\$ 1,655,429.04	\$ 3,250,172.71	\$ 414,330.84	\$ 1,400,591.33	\$ 2,069,759.88	\$ 4,650,764.04
Oct	\$ 1,761,671.56	\$ 3,556,737.20	\$ 419,970.30	\$ 1,456,397.03	\$ 2,181,641.86	\$ 5,013,134.23
Nov	\$ 1,598,193.81	\$ 3,190,501.71	\$ 368,027.03	\$ 1,319,081.57	\$ 1,966,220.84	\$ 4,509,583.28
Dec	\$ 1,551,318.05	\$ 3,199,068.83	\$ 339,949.28	\$ 1,418,399.21	\$ 1,891,267.33	\$ 4,617,468.04

# OVERALL CONCESSION PERFORMANCE (2021)

## Food & Beverage

\$73,671,804  
 69% Total Sales  
 67% Total SF  
 98,753 SF

## Service

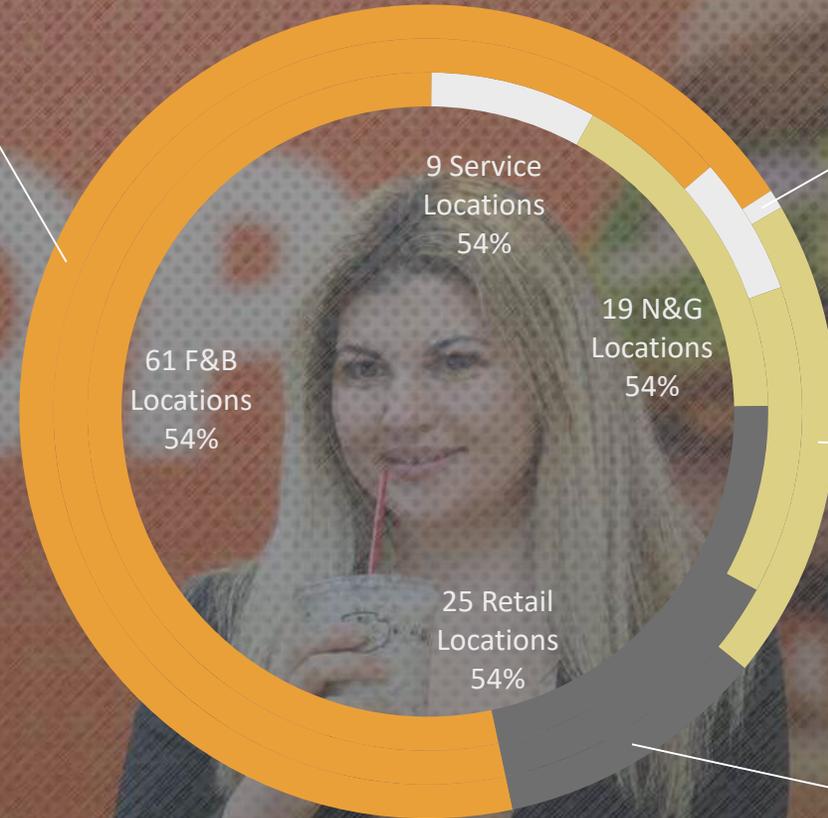
\$810,467  
 1% Total Sales  
 6% Total SF  
 8,826 SF

## News & Gifts

\$20,465,341  
 19% Total Sales  
 13% Total SF  
 19,684 SF

## Retail

\$11,502,297  
 11% Total Sales  
 14% Total SF  
 20,249 SF



Performance by Category:  
 Comparing Square Footage, Sales, Number of Locations



# ACDBE MONTHLY SALES: FOOD & BEVERAGE (2021)

2021	Food & Beverage	
	ACDBE Sales	BWI Total
Jan	\$ 3,462,282.30	\$ 7,394,611.03
Feb	\$ 3,383,349.12	\$ 7,075,408.13
Mar	\$ 4,175,986.78	\$ 8,964,353.09
Apr	\$ 4,081,924.33	\$ 9,087,878.71
May	\$ 4,389,017.45	\$ 9,727,710.26
Jun	\$ 4,362,050.47	\$ 9,701,172.52
July	\$ 4,570,898.02	\$ 9,991,148.79
Aug	\$ 4,436,931.81	\$ 9,737,973.02
Sept	\$ 3,959,325.25	\$ 8,649,073.11
Oct	\$ 4,397,925.50	\$ 9,557,224.51
Nov	\$ 4,365,418.92	\$ 9,410,640.76
Dec	\$ 4,510,493.19	\$ 9,609,175.85

Source: Revenue Reports submitted to MDOT MAA

### 2021 Food & Beverage Concession Sales by Month





# ACDBE MONTHLY SALES: RETAIL, NEWS & GIFTS, SERVICES (2021)

**2021 Retail, News & Gifts, and Services  
Concession Sales by Month**



2021	Retail, N&G and Services	
	ACDBE Sales	BWI Total
Jan	\$ 320,853	\$ 1,252,126
Feb	\$ 344,495	\$ 1,398,841
Mar	\$ 645,017	\$ 2,234,485
Apr	\$ 728,169	\$ 2,543,082
May	\$ 819,114	\$ 2,914,394
Jun	\$ 903,617	\$ 3,159,729
July	\$ 952,256	\$ 3,544,567
Aug	\$ 894,501	\$ 3,290,861
Sept	\$ 776,560	\$ 2,929,251
Oct	\$ 823,109	\$ 3,308,116
Nov	\$ 740,383	\$ 3,002,123
Dec	\$ 627,309	\$ 2,948,374



# MONTHLY ACDBE SALES (2021)

2021	Food & Beverage		Retail, N&G and Services		Combined	
	ACDBE Sales	BWI Total	ACDBE Sales	BWI Total	ACDBE Total	BWI Total
Jan	\$ 1,341,524	\$ 2,830,571	\$ 320,853	\$ 1,252,126	\$ 1,662,377	\$ 4,082,697
Feb	\$ 1,433,843	\$ 2,948,964	\$ 344,495	\$ 1,398,841	\$ 1,778,338	\$ 4,347,805
Mar	\$ 2,300,862	\$ 4,576,439	\$ 645,017	\$ 2,234,485	\$ 2,945,879	\$ 6,810,924
Apr	\$ 2,492,245	\$ 5,191,341	\$ 728,169	\$ 2,543,082	\$ 3,220,414	\$ 7,734,423
May	\$ 3,037,647	\$ 6,311,465	\$ 819,114	\$ 2,914,394	\$ 3,856,761	\$ 9,225,859
Jun	\$ 2,969,616	\$ 6,927,819	\$ 903,617	\$ 3,159,729	\$ 3,873,233	\$ 10,087,548
July	\$ 4,083,504	\$ 7,906,438	\$ 952,256	\$ 3,544,567	\$ 5,035,761	\$ 11,451,005
Aug	\$ 3,669,856	\$ 7,276,697	\$ 894,501	\$ 3,290,861	\$ 4,564,357	\$ 10,567,558
Sept	\$ 3,370,422	\$ 7,006,769	\$ 776,560	\$ 2,929,251	\$ 4,146,983	\$ 9,936,020
Oct	\$ 3,680,657	\$ 7,831,046	\$ 823,109	\$ 3,308,116	\$ 4,503,766	\$ 11,139,162
Nov	\$ 3,636,075	\$ 7,591,523	\$ 740,383	\$ 3,002,123	\$ 4,376,459	\$ 10,593,647
Dec	\$ 3,125,856	\$ 6,984,999	\$ 627,309	\$ 2,948,374	\$ 3,753,165	\$ 9,933,373



# MONTHLY ACDBE SALES (2022 JANUARY-MARCH)

2022	Food & Beverage		Retail, N&G and Services		Combined	
	ACDBE Sales	BWI Total	ACDBE Sales	BWI Total	ACDBE Total	BWI Total
Jan	\$ 3,156,665	\$ 5,490,878	\$ 605,791	\$ 2,071,885	\$ 3,762,457	\$ 7,562,764
Feb	\$ 3,581,730	\$ 6,330,847	\$ 777,037	\$ 2,348,604	\$ 4,358,768	\$ 8,679,451
Mar	\$ 4,546,001	\$ 7,955,160	\$ 764,202	\$ 3,033,271	\$ 5,310,203	\$ 10,988,431
Apr						
May						
Jun						
July						
Aug						
Sept						
Oct						
Nov						
Dec						



# ACDBE COMPARED TO Non-ACDBE (2018-2022 SALES)

	Food & Beverage Sales		Retail, N&G and Services		Combined		Overall ACDBE Participation
	ACDBE	Non-ACDBE	ACDBE	Non-ACDBE	ACDBE	Non-ACDBE	
Calendar Year 2018	\$ 45,994,231.44	\$ 58,875,716.67	\$ 8,951,408.34	\$ 40,902,950.57	\$ 54,945,639.78	\$ 99,778,667.24	35.5%
Calendar Year 2019	\$ 50,095,603.14	\$ 58,810,766.64	\$ 9,201,683.55	\$ 40,181,818.38	\$ 59,297,286.69	\$ 98,992,585.02	37.5%
Calendar Year 2020	\$ 21,167,547.43	\$ 21,803,595.70	\$ 4,623,897.87	\$ 13,367,160.17	\$ 25,791,445.30	\$ 35,170,775.87	42.3%
Calendar Year 2021	\$ 35,142,110.75	\$ 38,241,963	\$ 8,575,385.33	\$ 23,950,565.63	\$ 42,717,496.07	\$ 62,192,528.66	41.3%
Calendar Year 2022 (Jan-Mar)	\$ 11,284,396.95	\$ 19,776,886.02	\$ 2,147,030.43	\$ 7,453,760.37	\$ 13,431,427.38	\$ 27,230,646.39	49.3%



# ANNUAL ACDBE SALES (2018-2022)

## ACDBE CONCESSION SALES AT BWI MARSHALL COMPARED TO TOTAL SALES 2018-2022

